



Centtrip
Stories

Vauban

Investment services platform uses Centtrip to speed processing

Vauban, the “Wealth Container Platform” is disrupting the investment services world with its digital solution.

“We’re digitally transforming a traditionally slow, expensive and paper-laden process,” says founder and CEO, Rémy Astié. “We focus specifically on niche investment vehicles. It’s very vertical, but we do the whole process.”

Despite the huge investments being made in fintech businesses, the investment world itself, Astié says, is a little “old school”.

“Launching an investment vehicle is, traditionally, a very daunting process,” he explains. “You need to hire a law firm, then you need an accountant, then you need an auditor. You need someone to incorporate and someone to provide a registered office. Everyone is charging different, but very high, hourly rates. It’s a lot of small pieces which are all very manual with lots of paperwork.”

By contrast, he says, “We take an integrated, digital approach.”

Using Vauban, investors can incorporate and launch an investment special purpose vehicle (SPV) in just 48 hours, with all documentation created automatically and necessary processes like Know Your Customer (KYC), Anti-Money Laundering (AML) and High Net Worth certification all streamlined and simplified. Using the traditional legal firm route, the process can take three weeks and cost three times as much. Creating venture funds and hedge funds with Vauban are similarly faster and cheaper than traditional routes.

As Astié says, “We’re making a daunting process into something simple.”

To complement Vauban’s approach, Astié wanted a payments partner that could complement its approach to due diligence, speed international payments, offer a digital service and a level of customer service that matched Vauban’s own.

“We take an integrated, digital approach... We’re making a daunting process into something simple.”

Rémy Astié,
Founder and CEO, Vauban

 **VAUBAN**



Like-minded partners

Vauban and Centtrip were located in the same office building and met over coffee. Astié realised the two businesses shared a similar outlook and soon opened a Centtrip account, initially for internal use but with a view to his customers.

"We buy a lot of things around the world. We pay our international partner firms in the US, Europe and around the world, and we buy a lot of software and other supplies, often on credit card," says Astié.

With an eye on Vauban's future growth, Astié also liked Centtrip's seamless, any-device interface, its versatile, real-time reporting and its on-platform, instant payments service, CenttripNow.



“With SPVs, speed is critical”

Centtrip is now offered as an integral part of Vauban services, providing an efficient way to manage international fund flows.

“Today, investors want more involvement in what they invest in. They want the opportunity to say yes and no to every deal. That means greater demand for deal-by-deal SPVs,” Astié explains.

“Speed is life-critical in these situations. The SPV needs to set up quickly before the opportunity passes.”

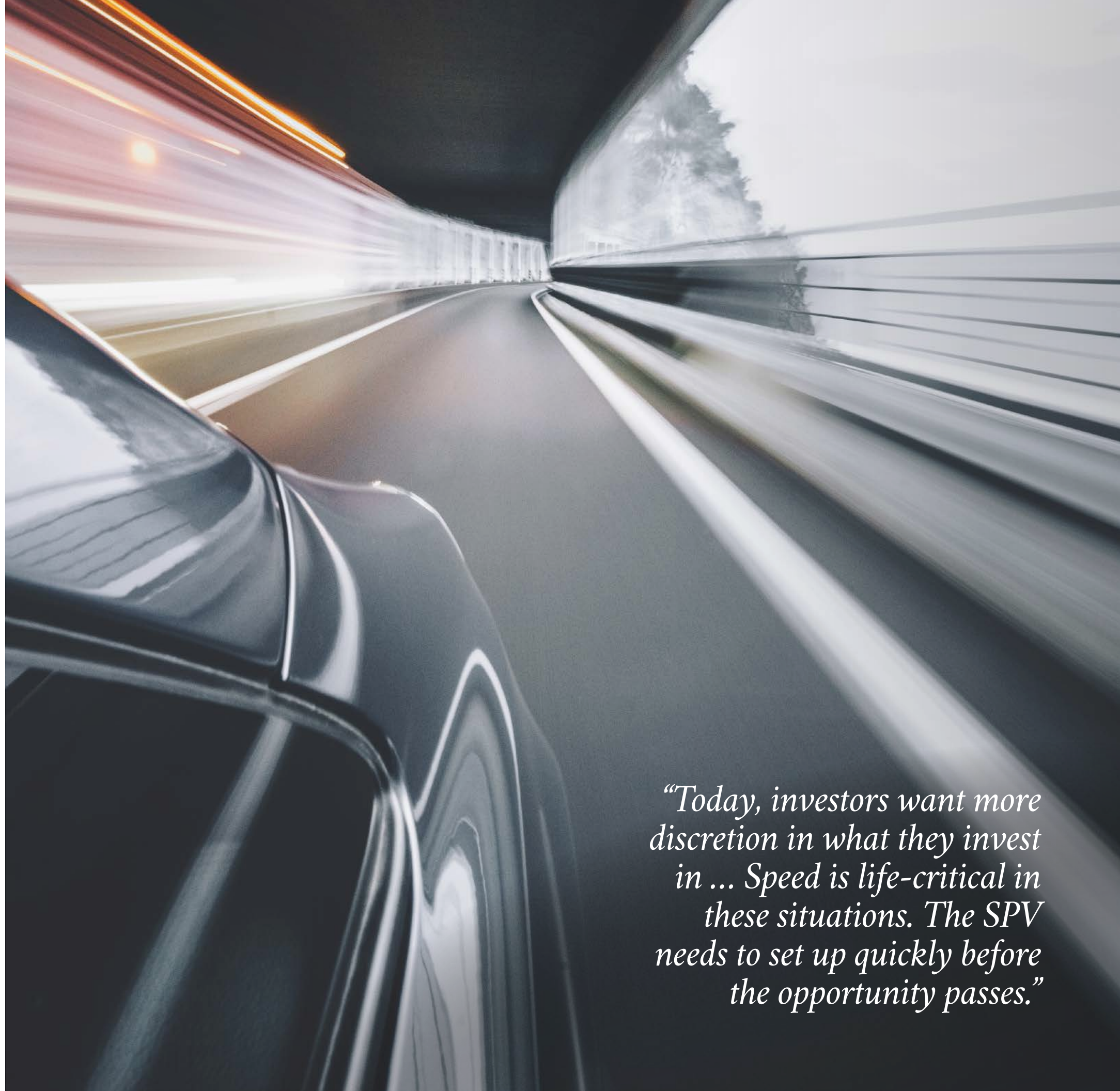
To achieve this, Vauban and Centtrip have worked together to align their KYC and AML processes, reducing the burden and intrusion on individual investors.

By opening a Centtrip account at the same time as incorporating the SPV, a single, instant payment using CenttripNow, covers set-up fees and the initial investment into the vehicle.

“For deal-by-deal SPVs, we charge £8,000 per deal which includes everything – the set-up, the banking, and administration,” Astié explains. “If it’s a £100,000 deal, you raise £108,000. We take £8,000 and the £100,000 goes to the underlying SPV company.”

He continues, “Centtrip is good for that because there’s often a lot of foreign exchange and complex requirements. At the same time, it’s very transactional – you pull the money from the investor and you deploy it to the company.”

“Today, investors want more discretion in what they invest in ... Speed is life-critical in these situations. The SPV needs to set up quickly before the opportunity passes.”





Better internal processes for Vauban

Centtrip Stories

Vauban also enjoys operational advantages from its own Centtrip account. It uses Centtrip for batch payments of staff salaries and accounts payable.

“Our current, high street bank system is not great for scale. If you need to make 15 payments each month and the amounts change each month, it’s time-consuming and awkward. With Centtrip, I can just upload a spreadsheet and everyone gets paid on time.”

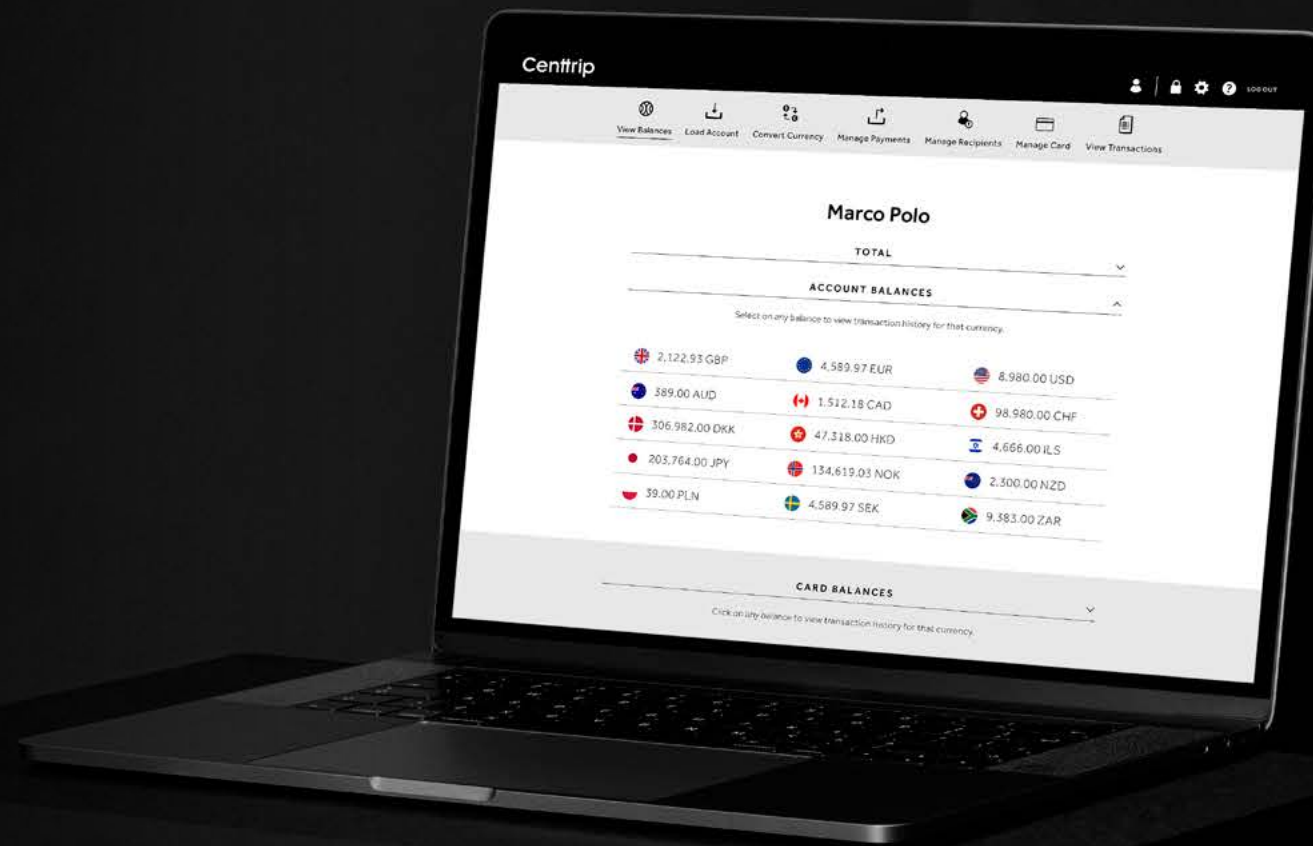
Foreign payments are much cheaper using Centtrip, as Astié says, “We make big savings compared to the exchange rates and fees from our bank.”

The Centtrip interface, on desktop or award-winning app provides real-time, multi-account transaction reporting so that Astié and his team can easily keep track of cash flows. Reports can be configured to users’ needs, imported into accounting systems and, importantly for Vauban, exported in CSV format. Together, the reporting and interface functionality give Vauban scalable control as its business grows.

Today, Vauban has more than \$140 million dollars invested in its wealth containers.

Of the Vauban/Centtrip relationship, Astié says, “I like the alliance of two tech companies, each digitising something that was a very manual, old-school service. We replace two piles of paper with two machines – and if the two machines talk to each other, that’s even better.”

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Centtrip is an award-winning financial technology company with global reach. We provide intelligent real-time treasury and payment solutions to companies of all sizes.

Our cutting-edge technology is used by over 16,000 clients worldwide and our premier financial services and dedication to customer experience have made us industry leaders in the marine and music sectors, paving the way for successful partnerships in other industries, including aviation, film and TV, sports and media.

To discuss how Centtrip can support you, contact us today

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